



Outside Sales and Business Development

Recognized industry wide as a Top 50 Provider and awarded as a "Best Places to Work" company in 2014 & 2015, Stran is at the forefront of our trade. We provide organizations with physical branded merchandise (product, print & point of sale) while providing the marketing vehicles by which to distribute that merchandise (e-Company stores, fulfillment, direct mail & kitting). The results provide our customers with amplified brand exposure, streamlined operational efficiencies and tangible cost savings.

If you desire to be a part of a creative, entrepreneurial and fast growing company that is a market leader and you possess the consultative selling skills to be an effective sales person in the B2B environment, then this could be the perfect fit.

STRÄN Promotional Solutions is seeking motivated, entrepreneurial and polished sales professionals with the ability to acquire new customers and grow revenues within an existing client base. A prior history of successfully selling into B2B markets and regularly achieving sales quota is desired. Prior experience in selling promotional products and marketing solutions is highly desirable.

If you are with a current promotional products company and feel you are being held back from landing large corporate clients due to limited financial backing, lack of inside support or overall service offerings, then look no further. Our business model is unique to the market space, and is what has positioned Stran to be in the Top ½ of 1% in our industry. Stran's corporate headquarters is located in Quincy, MA and is accessible by T via the Red Line. In addition there is plenty of free parking, the building has a convenience store, cafeteria and on-site gym with a free membership for all company employees. For more information on the company, visit www.stran.com.

- Network, prospect, service, and close new business while growing revenues of existing clientele in the B2B market space.
- Primary responsibilities are to serve as the client's main point of contact for all transactional special orders, incentives, employee recognition programs, and program based (e-company store) business.
- Maintain customer relationships with Marketing, HR, Event Planners, Sales, Procurement and other departments that utilize promotional products, marketing services and printed materials.
- Develop an understanding of each client's business, brand guidelines, marketing initiatives and pain points. Be a creative problem solver and solution provider in order to establish long term, meaningful relationships.
- Maximize account penetration with current and new customers. On occasion, travel to various customer locations or participation in trade shows or other events may be required.
- Meet and exceed monthly quotas while being a part of a fast growing company with unlimited growth and earnings potential.

Desired Skills and Experience:

- The ideal candidate will be creative, self-motivated, resourceful, and have impeccable communication, leadership and presentation skills.
- Proven ability to interface with all level of customers, including C-Suite and Executive Levels
- Must be a solid networker with a hunter mentality, willing to cold call when necessary while also being able to navigate an internal corporate environment.
- Must have a firm command and solid working knowledge of MS Office products. Power Point is a must, experience with Illustrator or Photoshop very beneficial.
- Must be extremely organized and have the ability to manage sales cycles of varying degrees while juggle multiple projects in order to meet hard deadlines.
- Solid business acumen, time & project management skills and the ability to be proactive in creating solutions to client needs.
- Must be a team player while also having the ability to work independently

Interested candidates should submit a resume and cover letter to careers@stran.com.